



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

11/18/2020 | 8:06 AM CST

Julie Jacobs
Water Systems Optimization
1410 Donelson Pk. Ste. #A1
Nashville, TN 37217

Re: **RFQ 62115 Leak Detection Program**

Dear Ms. Jacobs:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above **RFQ 62115 Leak Detection Program**. This letter hereby notifies you of Metro's intent to award to **Water Systems Optimization**, contingent upon successful contract negotiations. Please provide a certificate of Insurance indicating all applicable coverages within 15 business days of the receipt of this letter.

If the Equal Business Opportunity (EBO) Program requirements were a part of this solicitation, the awardee must forward a signed copy of the "Letter of Intent to Perform as Subcontractor/Subconsultant/Supplier/Joint Venture" for any minority/women-owned business enterprises included in the response to the Business Assistance Office within two business days from this notification.

Additionally, the awardee will be required to submit evidence of participation of and contractor's payment to all Small, Minority, and Women Owned Businesses participation in any resultant contract. This evidence shall be submitted monthly and include copies of subcontracts or purchase orders, the Prime Contractor's Application for Payment, or invoices, and cancelled checks or other supporting payment documents. Should you have any questions concerning this requirement, please contact **Evans Cline**, BAO Representative, at **615-862-6137** or at evan.cline@nashville.gov.

Depending on the file sizes, the responses to the procurement solicitation and supporting award documentation can be made available either by email, CD for pickup, or in person for inspection. If you desire to receive or review the documentation or have any questions, please contact Buyer **Christina Alexander** by email at christina.alexander@nashville.gov Monday through Friday between 8:30am and 3:30pm.

Thank you for participating in Metro's competitive procurement process.

Sincerely,

Michelle A. Hernandez Lane

Michelle A. Hernandez Lane
Purchasing Agent

Cc: Solicitation File, Other Offerors

Pursuant to M.C.L. 4.36.010 Authority to resolve protested solicitations and awards.

A. Right to Protest. Any actual or prospective bidder, offeror or contractor who is aggrieved in connection with the solicitation or award of a contract may protest to the Purchasing Agent. The protest shall be submitted in writing within ten (10) days after such aggrieved person knows or should have known of the facts giving rise thereto.

Procurement Division

730 Second Avenue South, Suite 112
P.O. Box 196300
Nashville, Tennessee 37219-6300

www.Nashville.gov
Phone: 615-862-6180
Fax: 615-862-6179

RFQ# 62115 Leak Detection Program Evaluation Committee Score Sheet

Offeror	Water Systems Optimization	M.E. Simpson Co. Inc.
Contract Acceptance (Yes/No)	Yes	Non-Responsive
ISA Questionnaire (Yes/No)	Yes	
Cost (30 Points)	30.00	
Firm Qualifications (25 Points)	22.00	
Reference Projects & Team Qualifications (20 Points)	17.00	
Project Approach (25 Points)	22.00	
Total Evaluation Scores	91.00	

Evaluation Comments

Water Systems Optimization
Strengths
Firm's proposal demonstrated firm's experience and years of services for the scope of work for this project. Firm's proposal demonstrated proposed team's qualifications. Firm's proposal provided detailed information for project tasks. Firm's proposal demonstrated a local presence. Firm's proposal demonstrated firm's understanding of scope of work for this project. Firm's proposal demonstrated and provided all other required information with the exception of the weaknesses noted below.
Weaknesses
Firm's proposal lacked detail for adapting to new technology. Firm's proposal failed to demonstrate firm's ability to adapt to a leak detection strategy when tactics are no longer yielding positive results. Firm's proposal only demonstrated 2 of requested 3 reference projects of similar size, scope and complexity.

M.E. Simpson Co. Inc.

Strengths

Weaknesses

Non-Responsive for failure to comply with SBE/SDV REQUIREMENT.

Solicitation Title & Number			RFP Cost Points	Total Cost Points
Leak Detection Program; RFQ# 62115			30	30
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	Total Cost Points
Water Systems Optimization	\$20,967,200.00	\$1,048,360.00	30.00	30.00
*M E Simpson Co. Inc. deemed non-responsive for failure to comply with SBE/SDV REQUIREMENT.				

BAO Small Business Assessment Sheet

BAO Specialist: Cline, Evans

Contract Specialist: Alexander, Christina

11/16/2020

Department Name: Water

RFP/ITB Number: 62115

Project Name: Leak Detection Program

Primary Contractor*	Prime Bid Amount	Total Proposed SBE (\$)	SBE Subs approved?	SBE (%)	Comments
Water Systems Optimization, Inc.	\$20,967,200.00	\$1,048,360.00	Yes	5	The prime is not an approved SBE and has proposed Metro-approved SBEs Dan Weaver Services at 3.8% and NuOrigin at 1.2%.

Certificate Of Completion

Envelope Id: 8BB02FE85FC34C149E7F4BAA1F3BD45B	Status: Completed
Subject: Intent to Award - RFQ #62115 Leak Detection Program	
Source Envelope:	
Document Pages: 5	Signatures: 1
Certificate Pages: 1	Initials: 0
AutoNav: Enabled	Envelope Originator:
Envelopeld Stamping: Enabled	Procurement Resource Group
Time Zone: (UTC-06:00) Central Time (US & Canada)	730 2nd Ave. South 1st Floor
	Nashville, TN 37219
	prg@nashville.gov
	IP Address: 170.190.198.185

Record Tracking

Status: Original 11/16/2020 3:55:29 PM	Holder: Procurement Resource Group prg@nashville.gov	Location: DocuSign
---	---	--------------------

Signer Events

Signature	Timestamp
Michelle A. Hernandez Lane michelle.lane@nashville.gov Chief Procurement Officer/Purchasing Agent Metro Security Level: Email, Account Authentication (None)	Sent: 11/16/2020 3:58:58 PM Viewed: 11/18/2020 8:05:48 AM Signed: 11/18/2020 8:06:03 AM
Signature Adoption: Pre-selected Style Using IP Address: 170.190.198.185	

Electronic Record and Signature Disclosure:
Not Offered via DocuSign

In Person Signer Events

Signature	Timestamp
-----------	-----------

Editor Delivery Events

Status	Timestamp
--------	-----------

Agent Delivery Events

Status	Timestamp
--------	-----------

Intermediary Delivery Events

Status	Timestamp
--------	-----------

Certified Delivery Events

Status	Timestamp
--------	-----------

Carbon Copy Events

Status	Timestamp
Christina Alexander christina.alexander@nashville.gov Security Level: Email, Account Authentication (None)	Sent: 11/18/2020 8:06:04 AM Viewed: 11/18/2020 9:39:04 AM

COPIED

Electronic Record and Signature Disclosure:
Not Offered via DocuSign

Witness Events

Signature	Timestamp
-----------	-----------

Notary Events

Signature	Timestamp
-----------	-----------

Envelope Summary Events

Status	Timestamps
Envelope Sent	Hashed/Encrypted 11/16/2020 3:58:58 PM
Certified Delivered	Security Checked 11/18/2020 8:05:48 AM
Signing Complete	Security Checked 11/18/2020 8:06:03 AM
Completed	Security Checked 11/18/2020 8:06:04 AM

Payment Events

Status	Timestamps
--------	------------